

Message Text

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ACTION EUR-12

INFO OCT-01 EB-07 NEA-10 ISO-00 /030 W
----- 087092

R 210900Z JUL 76

FM AMEMBASSY BELGRADE

TO USDOC WASHDC

INFO AMEMBASSY MADRID

AMCONSUL BARCELONA

AMCONSUL ZAGREB

SECSTATE WASHDC 7453

USINT BAGHDAD

UNCLAS SECTION 1 OF 2 BELGRADE 4789

E.O. 11652: N/A

TAGS: BEXP, ENRG, YO

SUBJECT: TECHNICAL SALES SEMINAR ON ENERGY SYSTEMS

REF: (A) MADRID 5223 (B) USDOC 10936

SUMMARY: EMBASSY RECOMMENDS SCHEDULING TSS IN YUGOSLAVIA
NOVEMBER 8 AND 9 ON COAST, PROBABLY DUBROVNIK, WITH
NOVEMBER 10 AND 11 TENTATIVELY RESERVED FOR FOLLOW-UP
ELSEWHERE. ACTION REQUESTED: CONFIRM SCHEDULE, ENLIST
CO-SPONSORSHIP, AND PASS YUGOSLAV-SUGGESTED TSS
TOPICS, CONTAINED THIS MESSAGE, TO U.S. PARTICIPANTS.
USINT BAGHDAD MAY WISH PROVIDE INFORMATION TO RAISE
AT TSS ON IRAQI PROJECTS ON WHICH U.S. FIRMS COULD
BENEFIT FROM COOPERATION WITH YUGOSLAV ENTERPRISES.

1. RE TELECON JULY 19, TSS IN YUGOSLAVIA WEEK
NOVEMBER 8 WOULD APPEAR TO MESH WITH MADRID SUGGESTION.
REF A, AND YUGOSLAVS CONFIRM THIS WOULD BE GOOD
TIMING, FAR PREFERABLE TO OCTOBER DATE PROPOSED
REF B, WHEN MANY KEY PERSONS IN OUR UNIVERSE WOULD BE
UNAVAILABLE.

2. TSS ITSELF SHOULD BE SHCEDULED NOVEMBER 8 AND 9
IN COASTAL LOCATION, BUT WE SUGGEST TENTATIVELY
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RESERVING NOVEMBER 10 AND 11 FOR POSSIBLE FOLLOW-UP

ELSEWHERE. EMBASSY BRIEFING AT SITE NOVEMBER 7.

3. WE INTEND AIM FOR PARTICIPATION 125 TO 150 KEY YUGOSLAVS. WHILE THIS NUMBER LARGER THAN WE WOULD LIKE FOR A SEMINAR, IT ALSO LESS THAN 200 WE PROBABLY COULD ATTRACT AND ACCOMMODATE BY HOLDING TSS BOTH IN BELGRADE AND ZAGREB. BETTER TO COMPROMISE ON SIZE OF AUDIENCE, HOWEVER, THAN INCUR EXTRA EXPENSE, ADMINISTRATIVE ARRANGEMENTS, AND TIME NEEDED TO GIVE TSS IN TWO YUGOSLAV CITIES.

4. COASTAL LOCATION WILL ELIMINATE BUSINESS DISTRACTIONS WHICH HAVE MADE ATTENDANCE SOMEWHAT UNEVEN AT SEMINARS HELD IN BELGRADE AND ZAGREB. TO ENSURE SPACE AVAILABLE, WE PREPARED TRY RESERVE FACILITIES WITHOUT FINANCIAL COMMITMENT AT HOTEL LIBERTAS DUBROVNIK AS SOON AS COMMERCE CONFIRMS SCHEDULE. WE KNOW FROM EXPERIENCE THAT LIBERTAS SUITABLE. DEPENDING ON REACTION OF LIBERTAS, WE MAY EXPLORE ALTERNATIVES OFFERED BY ONE OR MORE HOTELS WITH CONFERENCE FACILITIES AT OPATIJA. PRICES ABOUT THE SAME.

5. TSS SHOULD HAVE YUGOSLAV CO-SPONSORSHIP. ONLY A NAME IS NEEDED, BECAUSE WE PREPARED MAKE ALL ARRANGEMENTS AND WORK INFORMALLY WITH LOCAL ORGANIZATIONS TO GET PROPER ATTENDANCE. AS SIMPLEST ARRANGEMENT, U.S./ YUGOSLAV ECONOMIC COUNCIL (USYEC) OF U.S. FIRMS MIGHT PROPOSE JOINT CO-SPONSORSHIP TO ITS YUGOSLAV COUNTERPART ORGANIZATION. WOULD APPRECIATE COMMERCE MAKING THIS REQUEST TO USYEC PRESIDENT MARTIN DROBAC, VICE PRESIDENT, KAISER INDUSTRIES, 300 LAKESIDE DRIVE, OAKLAND, CALIFORNIA 94666, PHONE: 415-271-5580. DROBAC MAY REFER COMMERCE TO USYEC EXECUTIVE SECRETARY, BUT BEST START WITH HIM. HE KNOWS SEMINAR IN OFFING AND INDICATED WILLINGNESS COOPERATE. U.S. FIRMS RECRUITED THUS FAR WESTINGHOUSE, GE, FOSTER WHEELER, BABCOCK & WILCOX, ALLIS CHALMERS BELONG TO USYEC.

6. YUGOSLAVS HAVE INDICATED FOLLOWING AREAS AND TOPICS OF INTEREST FOR TSS:
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A. EQUIPMENT AND SOLUTIONS FOR THERMO-ELECTRIC PLANTS OF GREAT INTEREST, ESPECIALLY:

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UNCLAS SECTION 2 OF 2 BELGRADE 4789

(1) PROBLEM OF EFFICIENT OPERATION AT LOW TECHNICAL MINIMUM FOR LARGE BLOCKS OF 500-600 MW. FOR EXAPLE 60 PERCENT IS TOO MUCH FOR YUGOSLAVIA; 20-30 PERCENT WOULD BE IDEAL.

(2) SECONDARY REGULATION OF FREQUENCY FOR LARGE BLOCKS, QUICK REACTION TO PEAK DEMAND WITHIN SECONDS. WHAT SOLUTIONS EXIST IN THE USA? WHAT ARE THE CHARACTERISTICS OF THE SECONDARY REGULATION?

(3) FUTURE YUGOSLAV THERMO-ELECTRIC PLANTS WILL BE LOCATED AT COAL MINING SITES WITH POOR QUALITY LIGNITE (1600-2600 KCAL/KILOGRAM); PERCENTAGE OF ASH IS BIG - INTERESTED IN BOILERS AND MILLS, INTERNAL TRANSPORTATION AND OTHER EQUIPMENT WHICH CAN COPE. SINCE U.S. USUALLYASES BETTER QUALITY COAL, YUGOSLAWS WONDER WHETHER WE HAVE GOOD SOLUTIONS. B. NUCLEAR POWER PLANTS. SECOND ONE TO BE BUILT ON ISLAND OF VIR NEAR ZADAR. CAPACITY 1000 MW. (TENDERS EXPECTED 1977). PROBLEM TO SOLVE: COOLING WITH SEA WATER. ALSO SOME INTEREST IN FAST BREEDER REACTORS, THOUGH YUGOSLAWS BELIEVE COMMERCIAL FEASIBILITY FAR AWAY. C. DESPATCHER CENTERS AND REMOTE CONTROL OF INTEGRATED ENERGY SYSTEMS, INCLUDING:

(1) LINE VOLTAGE REGULATION

(2) FREQUENCY REGULATION

(3) OPERATIONS CONTROL

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NOTE: A DOZEN YEARS AGO LEEDS-NORTHROP DELIVERED EQUIPMENT FOR SECONDARY FREQUENCY REGULATION. WHAT SHOULD NOW BE ADDED TO THE SYSTEM (COMPUTERS, MEASURING INSTRUMENTS, REMOTE COMMANDS, MULTICHANNELS BETWEEN CENTERS, ETC.). REMOTE CONTROL: TURNING ON A NEW FACILITY, SIGNALIZATION OF PRODUCTION.

D. SECOND PHASE OF THE 380 KV NETWORK:

(1) DESPATCHER CENTERS FOR DISTRIBUTION NETWORK

(2) LARGE TRANSFORMERS OF 400 MVA, 380/220 KV

LARGE TRANSFORMERS OF 300 MVA, 380/110 KV

NOTE. A YUGOSLAV ENTERPRISE (RADE KONCAR) ALREADY UNDERTAKING PRODUCTION OF SOME SUCH TRANSFORMERS UNDER INDUSTRIAL COOPERATION AGREEMENT WITH AN ITALIAN FIRM. YUGOSLAV UTILITIES BELIEVE, HOWEVER, ROOM STILL WILL EXIST FOR IMPORTS.

E. GENERAL:

(1) ORGANIZATION OF THE YUGOSLAV ELECTRICAL INDUSTRY.

(2) FINANCIAL ORGANIZATION

(3) TECHNICAL SOLUTIONS (PROGRAMING AND DEVELOPMENT OF ENERGY ECONOMY; OPTIMAL ASPECTS THEREOF; PROTECTION OF THE NETWORK AND ITS EXPLOITATION; CONSTRUCTION AND MANAGEMENT ASPECTS OF DESPATCHER

F. NOTE. ALMOST NO REPEAT NO INTEREST IN HYDRO-ELECTRIC EQUIPMENT, BECAUSE YUGOSLAVIA PRODUCES OVER 90 PERCENT OF ITS NEEDS.

7. WE SUGGEST COMMERCE PASS ABOVE INFORMATION TO CONFIRMED U.S. PARTICIPANTS AND USE IT TO RECRUIT ADDITIONAL FIRMS. INFORMATION SHOULD BE USED IN CONJUNCTION WITH EMBASSY MARKET RESEARCH (A-106 AND A-126), WHICH WE ASSUME ALREADY DISTRIBUTED TO U.S. INDUSTRY.

8. TSS, WHICH WILL INCLUDE LOCAL EQUIPMENT MANUFACTURES AND SPECIALIZED ENGINEERING ENTERPRISES, WOULD OFFER GOOD OPPORTUNITY FOR COMPANY-TO-COMPANY DISCUSSION OF IRAQI PROJECTS ON WHICH U.S. FIRMS MIGHT BENEFIT FROM COOPERATION WITH YUGOSLAVS. USINT BAGHDAD MAY WISH PROVIDE INFORMATION ON ANY SUCH PROJECTS.

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